

Message Text

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46

ACTION EB-03

INFO OCT-01 ISO-00 SS-14 INR-05 INRE-00 L-01 ARA-06 SSO-00

SP-02 /032 W

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O 211614Z APR 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC IMMEDIATE 4819

C O N F I D E N T I A L LIMA 3266

STADIS//////////

LIMDIS

FOR EB/TT/AV - STYLES

EO 11652: GDS

TAGS: EAIR, PE

SUBJ: CIVAIR - DISPUTE WITH PERU - GOP REFERS BRANIFF
FINAL OFFER TO AEROPERU

REF: LIMA 3163

1. FOLLOWING WAS CONVEYED TO STYLES BY TELEPHONE ON APRIL 18
AND IS REPORTED SOLELY FOR THE RECORD.
2. ON MORNING APRIL 18, BRANIFF (DEL SOLAR) INFORMED EMBASSY
THAT HE HAD RECEIVED A CALL FROM AEROPERU GENERAL MANAGER CABIESES
SUGGESTING THAT TWO AIRLINES MEET AT 3:00 PM APRIL 21 TO DISCUSS
BRANIFF FINAL OFFER. HE SAID AEROPERU EXPERTS WERE STUDYING OFFER
AND AEROPERU HOPED TO BE IN POSITION TO MAKE COUNTERPROPOSAL.
DEL SOLAR TOLD CABIESE HE WISHED TO CHECK WITH EMBASSY
BEFORE CONFIRMING MEETING.
3. IN DISCUSSION WITH EMBASSY WHICH FOLLOWED, DE MURIAS TOOK
POSITION HE DID NOT WANT TO MEET AEROPERU AGAIN. NO COUNTER-
PROPOSAL WOULD BE ACCEPTABLE OR COULD BE DISCUSSED. HE
PREFERRED PERUVIAN RESPONSE TO BE MADE DIRECTLY TO AMBASSADOR.

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IT WAS DECIDED THAT DEL SOLAR SHOULD INFORM CABIESES THAT

AMBASSADOR WAS STILL WAITING FOR REPLY FROM FOREIGN MINISTRY AND THAT NATURE OF RESPONSE WOULD PERMIT BRANIFF TO JUDGE WHETHER OR NOT MEETING WOULD BE USEFUL.

4. DEL SOLAR SUBSEQUENTLY INFORMED EMBASSY THAT CABIESES HAD TELEPHONED HIM TO SAY THAT HE (CABIESES) HAD CONFERRED WITH FOREIGN MINISTER AND THAT MINISTER TOOK POSITION THAT WHAT HE HAD RECEIVED FROM AMBASSADOR WAS BASICALLY A BRANIFF PROPOSAL. THEREFORE IT WAS MORE CORRECT FOR AEROPERU TO RESPOND DIRECTLY TO BRANIFF AND THAT THE MINISTER DID NOT PLAN (NO PIENSA) TO CALL THE AMBASSADOR.

5. AMBASSADOR THEN TELEPHONED FOREIGN MINISTRY AND SPOKE WITH SECRETARY GENERAL CARLOS GARCIA BEDOYA IN ABSENCE FONMIN DE LA FLOR. HE TOLD SECGEN THAT HE UNDERSTOOD THAT BRANIFF HAD BEEN CALLED FOR MEETING APRIL 21 TO HEAR GOP/AEROPERU RESPONSE TO PROPOSAL AND THAT RESPONSE WOULD NOT BE MADE TO AMBASSADOR. HE ASKED IF THIS INFORMATION WAS TRUE AND CONSTITUTED FOREIGN MINISTRY POSITION. SECGEN AVOIDED DIRECT ANSWER BUT STRESSED THAT MEETING WOULD BE "SERIOUS"; AEROPERU HAD FOUND BRANIFF PROPOSAL INTERESTING AND FORTHCOMING AND WANTS TO NEGOTIATE. AMBASSADOR RESPONDED THAT SECGEN SHOULD BE AWARE THAT BRANIFF PROPOSAL IS THEIR FINAL OFFER, AND WHAT AEROPERU APPEARS TO HAVE IN MIND IS FURTHER NEGOTIATION. BRANIFF WOULD BE PREPARED TO ATTEND MEETING FOR PURPOSE OF IMPLEMENTATION BUT NOT FOR NEGOTIATION. SECGEN SAID HE COULD NOT SAY WHETHER MEETING WOULD BE SOLELY FOR PURPOSES OF IMPLEMENTATION BUT THAT HE COULD ASSURE AMBASSADOR THAT AEROPERU WOULD BE "FLEXIBLE"; HE RECOMMENDED STRONGLY THAT BRANIFF ATTEND. AMBASSADOR SAID THAT WHILE HE COULD NOT TELL BRANIFF WHAT TO DO AND THAT FINAL DECISION WOULD BE UP TO THEM, HE WOULD MAKE SIMILAR RECOMMENDATION. HOWEVER, HE WISHED ONCE MORE TO MAKE CLEAR THAT BRANIFF PROPOSAL IS FINAL AND THAT, AS IT IS, DEPARTMENT OF STATE AND CAB ARE CONCERNED AND BELIEVE THAT BRANIFF MAY HAVE GONE TOO FAR. SECGEN SAID HE UNDERSTOOD AND PROMISED TO INFORM FOREIGN MINISTER OF CONVERSATION.

6. IN CONSULTATION WITH EMBASSY WHICH FOLLOWED, DE MURIAS SAID HE CONTINUED TO BELIEVE FURTHER MEETING USELESS AND WOULD SO INFORM DALLAS. HOWEVER, HE WOULD NOT TAKE DECISION ON HIS CONFIDENTIAL

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OWN BUT WOULD ABIDE BY INSTRUCTIONS. DE MURIAS TELEPHONED EMBASSY LATER THAT EVENING TO STATE THAT BRANIFF HEADQUARTERS HAD INDEPENDENTLY COME TO SAME CONCLUSION AS AMBASSADOR AND DEPARTMENT AND HAD INSTRUCTED HIM TO ATTEND APRIL 21 MEETING. DEAN

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DISPUTES, AIRLINES, DIPLOMATIC DISCUSSIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 21 APR 1975
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LIMA03266
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750139-0498
From: LIMA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750433/aaaabeko.tel
Line Count: 112
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: STADIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: STADIS
Reference: 75 LIMA 3163
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 11 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 SEP 2003 by CunninFX>; APPROVED <20 OCT 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR - DISPUTE WITH PERU - GOP REFERS BRANIFF FINAL OFFER TO AEROPERU
TAGS: EAIR, PE, US, BRANIFF, AEROPERU
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006